# 2026
# JULY
# GREY HIGHLANDS
## Real Estate Market Report

ROYAL LEPAGE LOCATIONS NORTH BROKERAGE

# OVERVIEW

## BUYER'S MARKET

The Grey Highlands real estate market remained in buyer's market territory this July, with sales activity and average pricing declining year-over-year while the median sale price improved. The median sale price increased 5.44% to $635,000, while the average sale price declined 24.09% to $683,143. Sales volume decreased 46.86% to $9,564,000, alongside a 30% decrease in unit sales to 14 transactions. New listings declined 7.32% to 38 properties, while expired listings increased 83.33% to 11. With the monthly unit sales-to-listings ratio at 36.84% and the year-to-date ratio at 29.90%, conditions continued to favour buyers.

### July year-over-year sales volume of $9,564,000

Down 46.86% from 2025's $17,998,400, with unit sales of 14 down 30% from last July's 20. New listings of 38 are down 7.32% from 41 a year ago, with the monthly sales/listings ratio of 36.84% down 24.47% from 48.78%.

### Year-to-date sales volume of $63,890,303

Down 3.83% from 2025's $66,436,100, with unit sales of 87 up 7.41% from 2025's 81. New listings of 291 are up 10.65% from 263 a year ago, while the year-to-date sales/listings ratio of 29.90% is down 2.93% from 30.80%.

### Year-to-date average sale price of $707,891

Down 13.1% from $814,614 one year ago, with the median sale price of $612,500 down 7.81% from $664,400. Average days on market of 77.14 is up 5.06% from 73.43 days last year, indicating homes are taking slightly longer to sell amid softer year-to-date pricing.

## JULY NUMBERS

Median Sale Price
**$635,000**
+5.44%

Average Sale Price
**$683,143**
-24.09%

Sales Volume
**$9,564,000**
-46.86%

Unit Sales
**14**
-30%

New Listings
**38**
-7.32%

Expired Listings
**11**
+83.33%

Unit Sales/Listings Ratio
**36.84%**
-24.47%

*Year-over-year comparison (July 2026 vs. July 2025)*

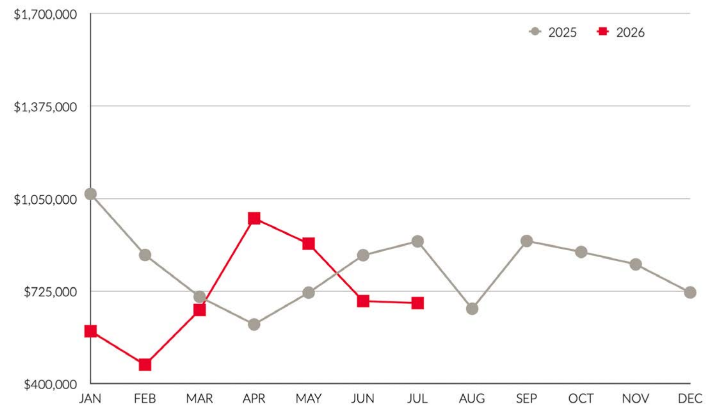
# THE MARKET IN **DETAIL**

| | 2024 | 2025 | 2026 | 2025-2026 |
|---|---|---|---|---|
| **YTD Volume Sales** | $74,556,715 | $66,436,100 | $63,890,303 | -3.83% |
| **YTD Unit Sales** | 88 | 81 | 87 | +7.41% |
| **YTD New Listings** | 260 | 263 | 291 | +10.65% |
| **YTD Sales/Listings Ratio** | 33.85% | 30.80% | 29.90% | -2.93% |
| **YTD Expired Listings** | 55 | 59 | 65 | +10.17% |
| **Monthly Volume Sales** | $6,847,000 | $17,998,400 | $9,564,000 | -46.86% |
| **Monthly Unit Sales** | 11 | 20 | 14 | -30% |
| **Monthly New Listings** | 27 | 41 | 38 | -7.32% |
| **Monthly Sales/Listings Ratio** | 40.74% | 48.78% | 36.84% | -24.47% |
| **Monthly Expired Listings** | 12 | 6 | 11 | +83.33% |
| **Monthly Average Sale Price** | $684,700 | $899,920 | $683,143 | -24.09% |
| **YTD Sales: $0-$199K** | 6 | 2 | 3 | +50% |
| **YTD Sales: $200k-349K** | 3 | 7 | 10 | +42.86% |
| **YTD Sales: $350K-$549K** | 17 | 20 | 24 | +20% |
| **YTD Sales: $550K-$749K** | 2 | 14 | 24 | +71.43% |
| **YTD Sales: $750K-$999K** | 18 | 20 | 9 | -55% |
| **YTD Sales: $1M-$2M** | 18 | 15 | 14 | -6.67% |
| **YTD Sales: $2M+** | 4 | 4 | 4 | No Change |
| **YTD Average Days-On-Market** | 78.00 | 73.43 | 77.14 | +5.06% |
| **YTD Average Sale Price** | $863,924 | $814,614 | $707,891 | -13.1% |
| **YTD Median Sale Price** | $639,000 | $664,400 | $612,500 | -7.81% |

**Grey Highlands MLS Sales and Listing Summary**
2024 vs. 2025 vs. 2026

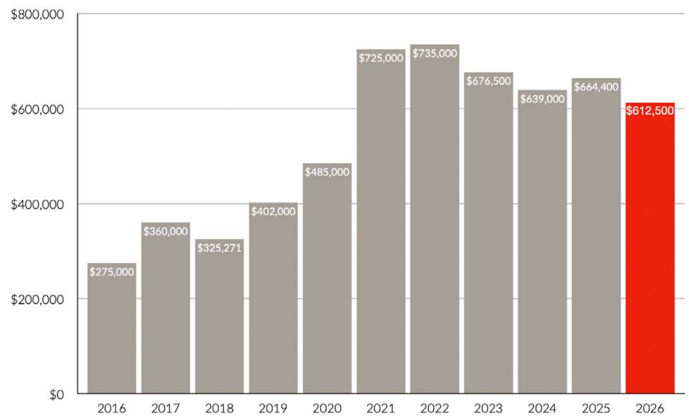
# **AVERAGE** SALE PRICE


**Year-Over-Year**

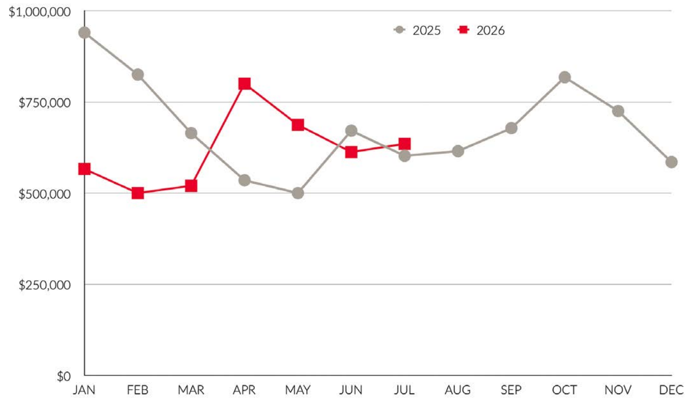



**Month-Over-Month 2025 vs. 2026**

# **MEDIAN** SALE PRICE



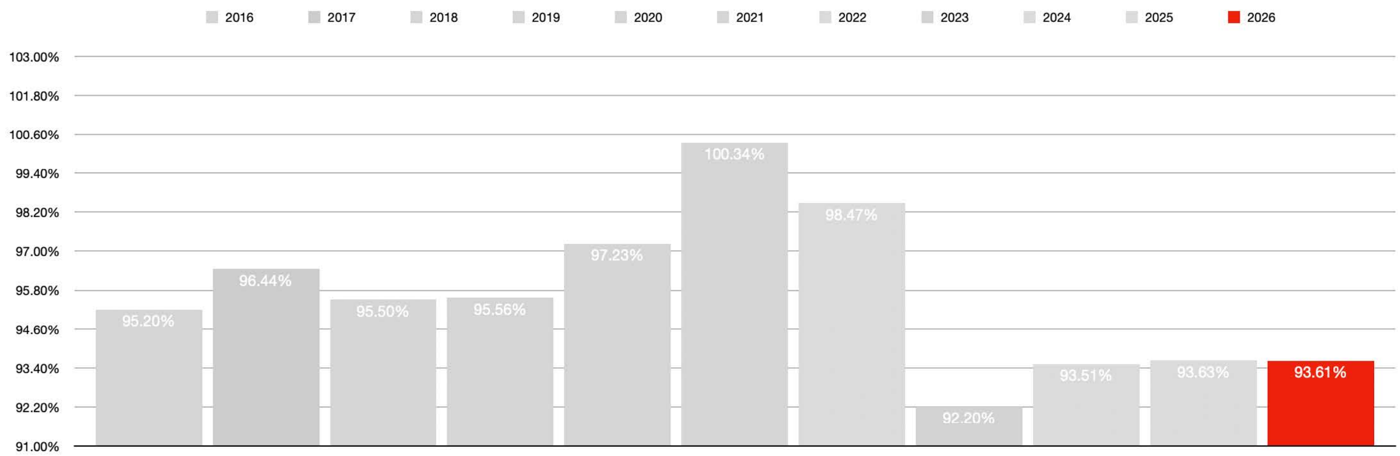

**Year-Over-Year**



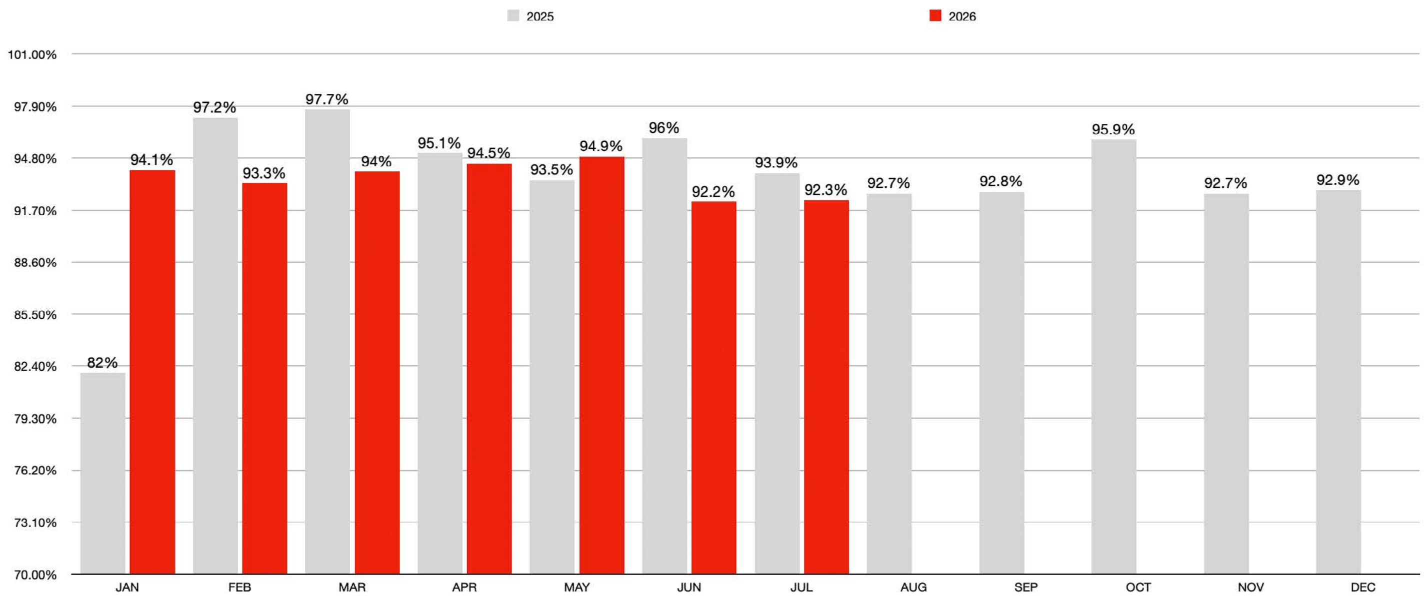

**Month-Over-Month 2025 vs. 2026**

** Median sale price is based on residential sales (including freehold and condominiums).*

# **SALE PRICE** VS. **LIST PRICE** RATIO

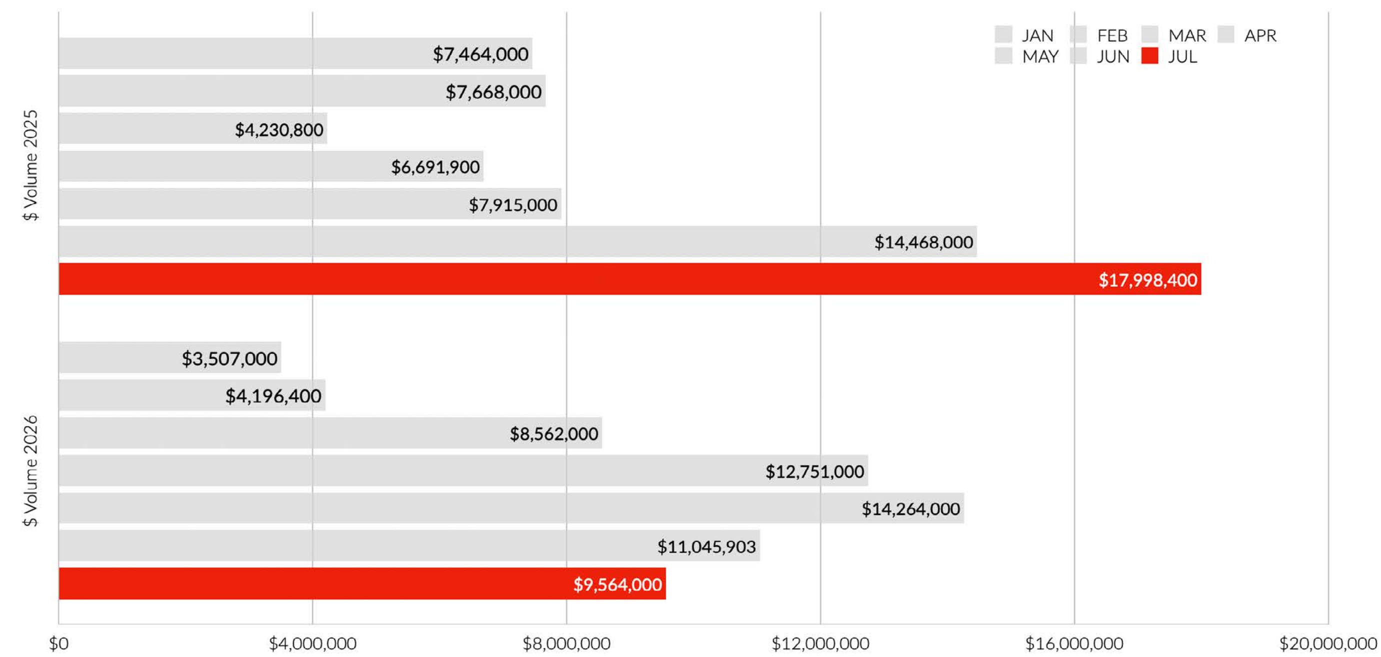



Year-Over-Year

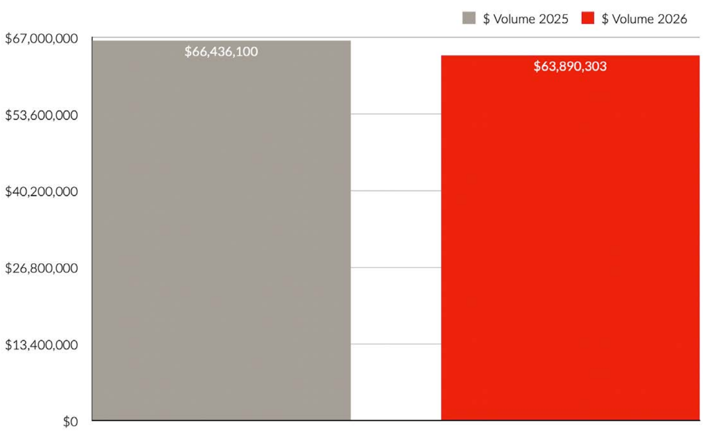



Month-Over-Month 2025 vs. 2026

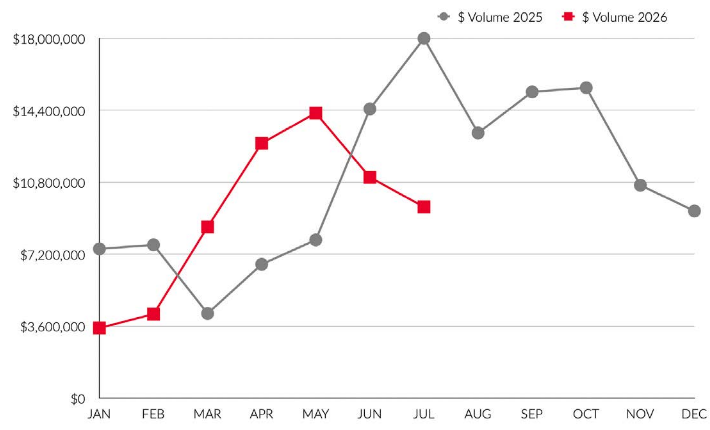
# **DOLLAR** VOLUME SALES




Monthly Comparison 2025 vs. 2026

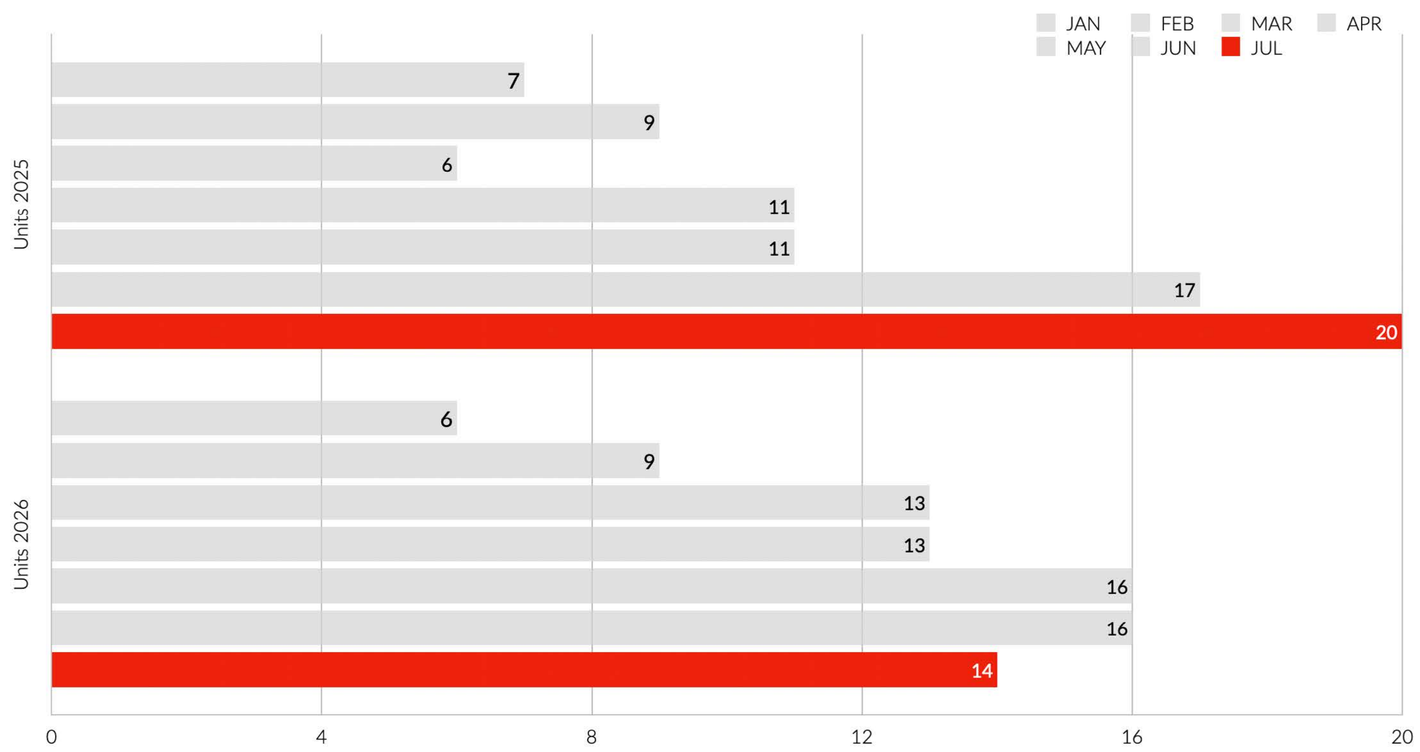



YTD Totals 2025 vs. 2026

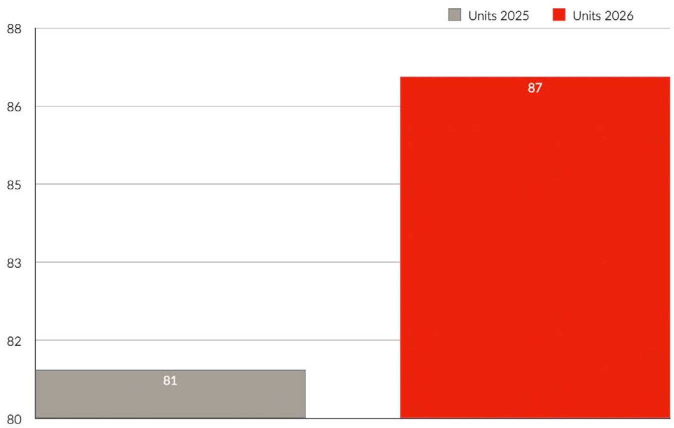



Month vs. Month 2025 vs. 2026

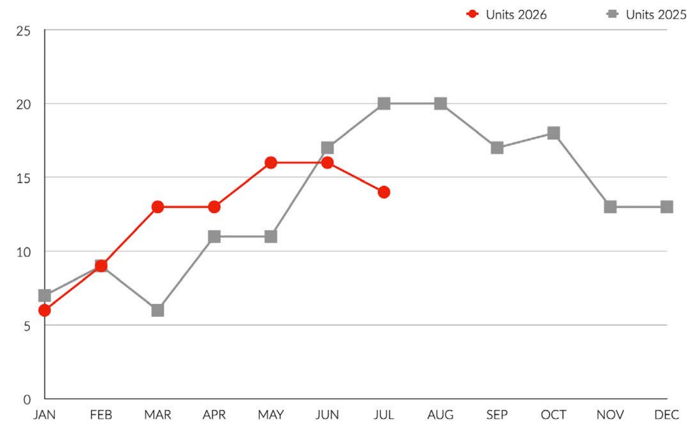
# **UNIT** SALES




**Monthly Comparison 2025 vs. 2026**




**YTD Totals 2025 vs. 2026**




**Month vs. Month 2025 vs. 2026**

# SALES BY **TYPE**

| | FREEHOLD | CONDOMINIUM | VACANT LAND |
|---|---|---|---|
| YTD Sales Volume | $63,890,303<br>-3.83% | $0<br>No Change | $4,084,500<br>-33.44% |
| YTD Unit Sales | 87<br>+7.41% | 0<br>No Change | 13<br>+18.18% |
| YTD Average Sale Price | $734,371<br>-10.46% | $0<br>No Change | $314,192<br>-43.68% |
| July Sales Volume | $9,564,000<br>-46.86% | $0<br>No Change | $625,000<br>-79.17% |
| July Unit Sales | 14<br>-30% | 0<br>No Change | 2<br>+100% |

*Year-Over-Year Comparison (2026 vs. 2025)*

# **OUR** LOCATIONS

### COLLINGWOOD
705-445-5520
112 Hurontario St, Collingwood

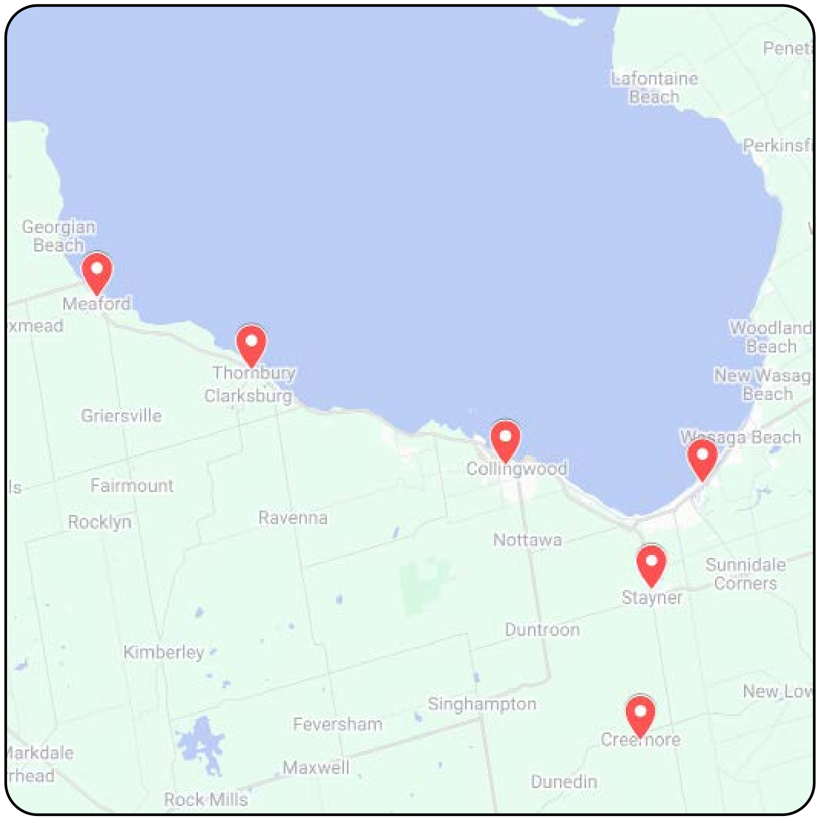
### CREEMORE
705-881-9005
154 Mill St, Unit B, Creemore

### MEAFORD
519-538-5755
96 Sykes St N, Meaford

### THORNBURY
519-599-2136
27 Arthur St W, Thornbury

### WASAGA BEACH
705-429-4800
1249 Mosley St, Wasaga Beach

### STAYNER
705-428-2800
7458 ON-26 Unit 11, Stayner

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